

**EXHIBIT D**

**Law Offices  
Weinstock, Friedman & Friedman, P.A.**

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April 22, 2003

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GINA M. GASCOIGNE

Robert A. Gaumont, Esquire  
Piper Rudnick  
6225 Smith Avenue  
Baltimore, Maryland 21209

Re: Xerox v. Phoenix Color, et al  
Civil Action No.: WDQ 02 CV 1734

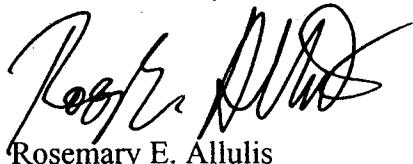
Dear Mr. Gaumont,

Enclosed, please find supplemental discovery documents that I received from Xerox Corporation. The document corresponds to Document Request 17, and your request during Ms. Gianola's deposition. Please contact me if you have any questions or concerns.

Very truly yours,

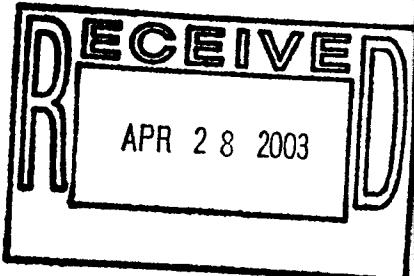
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Rosemary E. Allulis

Enclosure



USCO

Contract

Simplification

Learner Guide

*deliver*  
**the**  
**Promise**

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## Sale / Maintenance Agreement

## SALE / MAINTENANCE AGREEMENT

THE DOCUMENT COMPANY  
XEROX

Customer's Legal Name (Bill to) \_\_\_\_\_  
 Name Overflow (if needed) \_\_\_\_\_  
 Street Address \_\_\_\_\_  
 Box#/Routing \_\_\_\_\_  
 City, State \_\_\_\_\_  
 Zip Code \_\_\_\_\_  
 Tax ID# \_\_\_\_\_  
 Customer Name (Install) \_\_\_\_\_  
 Name Overflow (if needed) \_\_\_\_\_  
 Installed at Street Address \_\_\_\_\_  
 Floor/Room/Routing \_\_\_\_\_  
 City, State \_\_\_\_\_  
 Zip Code \_\_\_\_\_  
 County Installed In \_\_\_\_\_  
 Customer Requested Install Date \_\_\_\_ / \_\_\_\_ / \_\_\_\_

## Check all that apply

Tax Exempt (Certificate Attached)  
 Assoc./Coop. Name \_\_\_\_\_  
 Negotiated Contract # \_\_\_\_\_  
 Attached Customer P.O. #s: Supplies: \_\_\_\_\_  
 Sale: \_\_\_\_\_ Maint: \_\_\_\_\_  
 State or Local Government Customer  
 Replacement/Modification of Prior Xerox Agreement  
 Agreement covering Xerox Equipment Serial# (or 95#) \_\_\_\_\_  
 is hereby  modified  replaced. Effective Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_  
 Comments \_\_\_\_\_  
 **Installment Sales Information** Total Int.  
 Install. Sale Term: \_\_\_\_ mo. Int. Rate: \_\_\_\_ % Payable \$ \_\_\_\_\_  
 Prepaid Invoice: \_\_\_\_ months  
 Refin. of Prior Agmt:  Xerox (95#)  3rd Party Eq.  
 Amt Refin: \$ \_\_\_\_\_ Int. Rate: \_\_\_\_ % Total Int. Payable: \$ \_\_\_\_\_  
 **Maintenance Information**  
 Maintenance Term: \_\_\_\_ months  
 Supplies included in Base/Print Charges

## Cash Sale/Installment Sale - Payment Information

Product (with serial number, if in place equipment)	Qty	Prev Instal	Fin'l Intern	Cust Install	Warr # mo	List Price (Total)	Down Payment	Total Discount (Inc. Trade-In)	Net Price (Total)
		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$	\$	\$	\$	\$
		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$	\$	\$	\$	\$
		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$	\$	\$	\$	\$
		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$	\$	\$	\$	\$
		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$	\$	\$	\$	\$

\$ \_\_\_\_\_ MONTHLY INSTALLMENT SALE PAYMENT (excl. of applic. taxes)

## Maintenance Agreement Price Information

Monthly Base Charge	\$
Print Charge Meter 1:	\$
Prints 1 -	\$
Prints	\$
Prints	\$
Print Charge Meter 2:	\$
Prints 1 -	\$
Prints	\$

Mo. Min # of Prints  
(based on Meter 1 Print Charges) Adjustment Period (Maintenance Agreement Only)

Period A - Mos. Affected:
Monthly Base Charge
Print Charge Meter 1:
Prints 1 -
Prints
Prints
Print Charge Meter 2:
Prints 1 -
Prints

Mo. Min # of Prints  
(based on Meter 1 Print Charges)

Period B - Mos. Affected:
Monthly Base Charge
Print Charge Meter 1:
Prints 1 -
Prints
Prints
Print Charge Meter 2:
Prints 1 -
Prints

Mo. Min # of Prints  
(based on Meter 1 Print Charges) Purchased Supplies  Cash  Financed  Contract#

Reorder #	Qty	Description	Price
			\$
			\$
			\$
			\$
		Total Price =	\$

 Application Software

Software Title	Initial License Fee	Annual Renewal Fee
	<input type="checkbox"/> Cash	<input type="checkbox"/> Finance
	\$	\$
	\$	\$
	\$	\$
Total Initial License Fees =		\$

 Trade-In Allowance Final Principal Payment#

Manufacturer	Model/Serial #	Allowance
		\$
		\$
		\$
	Total Allowance =	\$

Total Allowance Applied to:  Trade-In Equipment Balance \$ \_\_\_\_\_  
 Price of Replacement Equip. \$ \_\_\_\_\_

 K-16 Billing Suspension

(check 1 as required)

Months affected

 June only July only August only June - July July - August

## Additional Options (check all that apply)

Run Length Plan  Fixed Price Plan  
 Per-Foot Pricing  Annual Charge Plan  
 Extended Service hours: Description \_\_\_\_\_ \$ \_\_\_\_\_ mo.  
 Comp. Replacement Program: \$ \_\_\_\_\_ / year  
 Std. Maint. Agmt: \$ \_\_\_\_\_ / year  
 Attached Addenda: form# \_\_\_\_\_ form# \_\_\_\_\_

Agreement Presented By:

Name \_\_\_\_\_

Phone \_\_\_\_\_

Customer:

Name \_\_\_\_\_

Phone \_\_\_\_\_

## **Sale / Maintenance Agreement Highlights**

### **Customer Information**

- Be sure to use customer's legal name on line 1.
- **TAX ID** - new field.
  - Required on all commercial financed transactions.
  - Eliminates the need for UCC forms.
  - Not the same as the sales tax exempt certificate number.
  - Get this information from the customer's controller, VP of Finance, or Accounts Payable contact.

### **Replacement / Modification of Prior Xerox Agreement**

- New section - used to change an agreement a customer already has with Xerox.
- Use **MODIFICATION** for:      Use **REPLACEMENT** for:
  - Add-on Accessories
  - Upgrades
  - Contract Extensions
  - Price Plan Changes
  - Contract Substitutions
  - OTP Transactions

### **Maintenance Price Information & Adjustment Period**

- New sections.
- Use them to describe Monthly Base Charge and Print Charges for any maintenance plan

## **Customer Signature and Order Submission Requirements**

Since the new agreements are no longer a "one-write" NCR form, there are some changes to the Customer Signature and Order Submission requirements:

**AN ORIGINAL INK SIGNATURE IS REQUIRED ON ALL ORDER DOCUMENTS SUBMITTED FOR PROCESSING.**

There are two ways to do this:

### **1. COPY IN ADVANCE METHOD:**

*Before leaving the office:*

- Fill out as much of the order as possible;
- Make a copy of the cover sheet;

*At the customer site:*

- Fill in the rest of the order on **both** the copy and the original;
- Have the customer sign both the copy and the original in **ink**.

### **2. COPY AT THE CUSTOMER SITE METHOD:**

*At the customer site:*

- Fill out the entire order except for the signature
- Make a copy
- Have the customer sign both the original and the copy in **ink**.

Whichever method you use, be sure to:

- Leave the signed original, with terms and conditions attached with the customer;

## Lease Agreement Highlights

### Lease Information Section

- Use it to indicate term of the agreement.
- Interest Rate fields apply only to State or Local Government Customers or to Refinance transactions where disclosure is required.

### Payment Information Section

- Purchase Option - write in fixed purchase option amount or FMV for Fair Market Value transactions.

### Price Information Section

- Reflects amounts for the Lease payment and the maintenance component.
- Monthly Base Charge and Monthly Minimum Lease Payment are always the same unless it is a separately billed Cost Per Copy, with an Average Monthly Print Volume (AMPV) greater than zero.

### Adjustment Period Section

- This section is used for Warranty Buyouts or Prepaid Months on the Lease Agreement.

JANUARY 1997

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## Lease Agreement

<b>LEASE AGREEMENT</b>		THE DOCUMENT COMPANY <b>XEROX</b>	
Customer's Legal Name (Bill to) _____		Check all that apply	
Name Overflow (if needed) _____		<input type="checkbox"/> Tax Exempt (Certificate Attached)	
Street Address _____		<input type="checkbox"/> Assoc./Coop. Name _____	
Box#/Routing _____		<input type="checkbox"/> Negotiated Contract # _____	
City, State _____		<input type="checkbox"/> Attached Customer P.O. #: Supplies: _____	
Zip Code _____		Lease: _____	
Tax ID# _____		<input type="checkbox"/> State or Local Government Customer Int. Rate: ____ % Total Int. Payable: \$ _____	
Customer Name (Install) _____		<input type="checkbox"/> Replacement/Modification of Prior Xerox Agreement Agreement covering Xerox Equipment Serial# (or 95#) _____	
Name Overflow (if needed) _____		is hereby <input type="checkbox"/> modified. <input type="checkbox"/> replaced. Effective Date: ____ / ____ / ____	
Installed at Street Address _____		Comments _____	
Floor/Room/Routing _____		<b>Lease Information</b>	
City, State _____		Lease Term: ____ months	
Zip Code _____		<input type="checkbox"/> Supplies included in Base/Print Charges	
County Installed In _____		<input type="checkbox"/> Refin. of Prior Agmt: <input type="checkbox"/> Xerox (95#) _____ <input type="checkbox"/> 3rd Party Eq.	
Customer Requested Install Date ____ / ____ / ____		Amt Refin: \$ _____ Int. Rate: ____ % Total Int. Payable: \$ _____	
<b>Lease Payment Information</b>			
Product (with serial number, if in place equipment) _____		Purchase Option	Down Payment
			<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
			<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
\$ : MINIMUM MONTHLY LEASE PAYMENT (excl. of applic. taxes)			
<b>Price Information</b>			
<input type="checkbox"/> Adjustment Period			
Period A - Mos. Affected: _____		Period B - Mos. Affected: _____	
Monthly Base Charge \$ _____		Monthly Base Charge \$ _____	
Print Charge Meter 1: \$ _____		Print Charge Meter 1: \$ _____	
Prints 1 - \$ _____		Prints 1 - \$ _____	
Prints - \$ _____		Prints - \$ _____	
Prints - \$ _____		Prints - \$ _____	
Print Charge Meter 2: \$ _____		Print Charge Meter 2: \$ _____	
Prints 1 - \$ _____		Prints 1 - \$ _____	
Prints - \$ _____		Prints - \$ _____	
Mo. Min.# of Prints (based on Meter 1 Print Charges) _____		Mo. Min.# of Prints (based on Meter 1 Print Charges) _____	
Mo. Min.# of Prints (based on Meter 1 Print Charges) _____		Mo. Min.# of Prints (based on Meter 1 Print Charges) _____	
<input type="checkbox"/> Purchased Supplies <input type="checkbox"/> Cash <input type="checkbox"/> Financed <input type="checkbox"/> Contract# _____			
Reorder #	Qty	Description	Price
			\$ _____
			\$ _____
			\$ _____
			\$ _____
Total Price =			\$ _____
<input type="checkbox"/> Application Software			
Software Title		Initial License Fee	Annual Renewal Fee
		<input type="checkbox"/> Cash <input type="checkbox"/> Finance	<input type="checkbox"/> Support Only
		\$ _____	\$ _____
		\$ _____	\$ _____
		\$ _____	\$ _____
Total Initial License Fees =			\$ _____
<input type="checkbox"/> Trade-In Allowance Final Principal Payment _____			
Manufacturer	Model/Serial #	Allowance	
		\$ _____	
		\$ _____	
		\$ _____	
		\$ _____	
Total Allowance =			\$ _____
<input type="checkbox"/> K-16 Billing Suspension (check 1 as required)			
<input type="checkbox"/> Months affected			
<input type="checkbox"/> June only			
<input type="checkbox"/> July only			
<input type="checkbox"/> Additional Options (check all that apply)			
<input type="checkbox"/> Run Length Plan <input type="checkbox"/> Fixed Price Plan			
<input type="checkbox"/> Per-Foot Pricing			
<input type="checkbox"/> Extended Service Hours: Description: _____ / \$ _____ mo.			
<input type="checkbox"/> Comp. Replacement Program \$ _____			

## **Example # 1 - Lease Agreement (Loudoun, Inc.)**

**Video** Watch the video segment for Example # 1. When finished, **STOP** the tape to review the information here more closely.

### **Customer Information Summary**

- The customer, Loudoun Inc. wants to lease a 5365FIN
- The lease term is 60 months
- The Purchase Option Amount is \$3,000
- Sue Sickle is the President of the company
- The customer's name and address is as follows:
  - Loudoun, Inc.
  - 150 South Avenue
  - Chicago, IL - 60016
  - County: Cook
- The customer's Federal Tax ID # is: 001-20113-13
- The Customer Requested Install Date is: 2/15/97
- Per print charge is \$0.0102 (from the Price List)
- The Minimum Monthly Lease payment is \$1,078.15 (from Sale Range)

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## Lease Agreement for Loudoun, Inc.

## LEASE AGREEMENT

Customer's Legal Name (if applicable)	<u>Loudoun, Inc</u>	
Name Overflow (if needed)		
Street Address	<u>150 South Avenue</u>	
Box#/Routing		
City, State	<u>Chicago</u>	<u>IL</u>
Zip Code	<u>60016</u>	
Tax ID#	<u>001-20113-13</u>	
Customer Name (Install)	<u>Loudoun, Inc</u>	
Name Overflow (if needed)		
Installed at Street Address	<u>150 South Avenue</u>	
Floor/Room/Routing		
City, State	<u>Chicago</u>	<u>IL</u>
Zip Code	<u>60016</u>	
County Installed In	<u>Cook</u>	
Customer Requested Install Date	<u>2/15/97</u>	

THE DOCUMENT COMPANY  
**XEROX**

**Check all that apply**

Tax Exempt (Certificate Attached)

Assoc. Coop. Name \_\_\_\_\_

Negotiated Contract # \_\_\_\_\_

Attached Customer P.O. #s: Supplies: \_\_\_\_\_  
Lease: \_\_\_\_\_

State or Local Government Customer  
Int. Rate: \_\_\_\_\_ % Total Int. Payable: \$ \_\_\_\_\_

**Replacement/Modification of Prior Xerox Agreement**

Agreement covering Xerox Equipment Serial# (or 95#) \_\_\_\_\_  
is hereby  modified.  replaced. Effective Date: \_\_\_\_/\_\_\_\_/\_\_\_\_\_  
Comments \_\_\_\_\_

---

**Lease Information**

#### Lease Payment Information

**\$ 1,078.15 : MINIMUM MONTHLY LEASE PAYMENT (excl. of applic. taxes)**

### Price Information

Monthly Base Charge	\$1078.15
Print Charge Meter 1:	
Prints 1 - 100	\$0.0102
Prints - - -	\$ - - -
Prints - - -	\$ - - -
Print Charge Meter 2:	
Prints 1 - - -	\$ - - -
Prints - - -	\$ - - -

Mo. Min.# of Prints  
(based on Meter 1 Print Charges) \_\_\_\_\_

Adjustment Period

Period A - Mos. Affected:	_____
Monthly Base Charge	\$
Print Charge Meter 1:	\$
Prints 1 -	\$
Prints -	\$
Prints -	\$
Print Charge Meter 2:	\$
Prints 1 -	\$
Prints -	\$

Mo. Min.# of Prints  
(based on Meter I Print Charges)

**Period B - Mos. Affected:**

Period B - Mos. Arrested:	
Monthly Base Charge	\$
Print Charge Meter 1:	
Prints 1 -	\$
Prints -	\$
Prints -	\$
Print Charge Meter 2:	
Prints 1 -	\$
Prints -	\$

Mo. Min.# of Prints  
(based on Meter 1 Print Charges) \_\_\_\_\_

<input type="checkbox"/> Purchased Supplies	<input type="checkbox"/> Cash	<input type="checkbox"/> Financed	<input type="checkbox"/> Contract#
Reorder #	Qty	Description	Price
			\$
			\$
			\$
			\$
			\$
		Total Price =	\$

<input checked="" type="checkbox"/> Application Software		Initial License Fee	Annual Renewal Fee
Software Title		<input type="checkbox"/> Cash <input type="checkbox"/> Finance	<input type="checkbox"/> Support Only
		\$	\$
		\$	\$
		\$	\$
<b>Total Initial License Fees =</b>		<b>\$</b>	

<input type="checkbox"/> <b>Trade-In Allowance</b>		Final Principal Payment#	_____
Manufacturer	Model/Serial #	Allowance	
		\$	
		\$	
		\$	
<b>Total Allowance =</b>			\$
<b>Total Allowance Applied to:</b> <input type="checkbox"/> <b>Trade-In Equipment Balance \$</b>			

<input type="checkbox"/> <b>K-16 Billing Suspension</b>	<b>Additional Options (check all that apply)</b>
<input checked="" type="checkbox"/> <b>(check 1 as required)</b>	<input type="checkbox"/> Run Length Plan <input type="checkbox"/> Fixed Price Plan
<b>Month(s) affected</b>	<input type="checkbox"/> Per-Foot Pricing
<input type="checkbox"/> June only	<input type="checkbox"/> Extended Service Hours:
<input type="checkbox"/> July only	Description: _____ \$ _____
<input type="checkbox"/> August only	<input type="checkbox"/> Comp. Replacement Program \$ _____
<input type="checkbox"/> June - July	<input type="checkbox"/> Attached Addenda
<input type="checkbox"/> August - Sept	forms _____ ( ) form# _____

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### Sale Range Control Screen for Example # 1 - Loudoun Inc

## **Sale Range Finance Screen for Example # 1 - Loudoun Inc**

ISRP3107 Sale Range Order Proposal Finance Screen 01/21/97 14:12  
 WORKSHEET: 638015 UNIT: 1 of 1 Qty 1 Description 5365 - Loudoun Inc.  
 BILL CD/MT: 5199 / 1 Total Rem Bal 0 CPC Ind N  
 FMV IND (Y/N): N REF? (Y/N): N RATE: 0.00 Product 5365FIN  
 STANDARD RATE: 15.00 Unit Fin Amt 36,790 FMS Comm Rev 36,790  
 QUOTED RATE: 15.00 DOWNPAYMENT: 0 \*\*\*\*\* Order Totals \*\*\*\*\*  
 TERM (IN MTHS): 60 CUSTOMER ED: 0 \* Target Rev 28,525  
 PREPAID MTHS: 0 CONSULTING SVC: 0 \* S/Rep Floor 27,115  
 SLS TAX RATE: 0.000 SUPPLY FIN AMT: 0 \* Manager Flr 25,400  
 \*\*\*\*\* Term Lease \*\*\*\*\* EXTRA FIN AMT: 0 \* Abv Rep Flr 9,675  
 PURCH OPT AMT: 3,000 Total Fin Amt 36,790 \* Tot Revenue 53,059  
 UPLIFT RATE: 2.00 Equip Mthly Pmt 1,078.15 \* Prc Achvmt 14,180  
 SERVICE AMT: 220 Refin Mthly Pmt 0.00 \* Sale Qtd Pr 36,790  
 FLTRT WAR MTHS: 0 Unit Mthly Pmt 1,078.15 \* Subtot Inv 36,790  
 Fltrt War Amt 0 \*\*\*\*\* Tot Mon Pmt 1,078.15  
 \*\*\*\*\* Unit Totals \*\*\*\*\* 36,790 \*\*\*\*\*  
 List Pric Above Flr Adtl Warr Finance Trade Cash Other  
 36,790 9,675 0 0 0 0 0  
 Promo Avail/Used 0 / 0  
 NEXT SCREEN: EQUIPMENT  
 F01=Help F04=Prompt F09=Show F11=C

---

## Example # 3 - Multiple Unit Cash Sale with Supplies & Maintenance Agreement (DiFiore Construction)

---

**Video** Watch the video segment for Example # 3. When finished, **STOP** the tape to review the information here more closely.

---

### Customer Account Information

---

- The customer's name and address is;
  - DiFiore Construction
  - 155 Pool Avenue
  - Lincoln, NE - 78110
  - County: Lurell
- They want to Purchase two Cash Sale Units with Supplies included in the Base / Print Charges of their maintenance agreements.
- The customer is purchasing the following equipment:

Unit	Maintenance Option	CRID
5328ZTAST	<ul style="list-style-type: none"> <li>• 36 Month Warranty</li> <li>• Supplies Included</li> </ul>	1/4/97
5365FIN	<ul style="list-style-type: none"> <li>• 3 Month Warranty</li> <li>• Supplies Included</li> <li>• 48 month FSMA</li> </ul>	10/13/96

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## **Additional Products Addendum for Example # 3 (DiFiore Construction)**

SALE / MAINTENANCE ADDENDUM (Additional Products)

THE DOCUMENT COMPANY

XEROX

Customer's Legal Name (801b) DiFiore Construction

Name Overlook (if needed)

Date of Customer Signature on Attached Agreement 9/30/96

Customer Name (Install)

Name Overlook (if needed)

Installed at Street Address SAME

Floor/Room/Routing

City, State

Zip Code

County Installed In

Customer Requested Install Date 10/13/96

Check all that apply

Attached Customer P.O. #: Supplies: \_\_\_\_\_

Sale: \_\_\_\_\_ Maint: \_\_\_\_\_

Replacement/Modification of Prior Xerox Agreement

Agreement covering Xerox Equipment Serial# (or 95#) \_\_\_\_\_

is hereby  modified  replaced. Effective Date: \_\_\_\_\_

Comments \_\_\_\_\_

Installment Sales Information

Total Int.

Install. Sale Term: \_\_\_\_\_ mo. Int. Rate \_\_\_\_\_ % Payable: \$ \_\_\_\_\_

Prepaid Invoice: \_\_\_\_\_ months

Refin. of Prior Agmt:  Xerox (95#) \_\_\_\_\_

3rd Party Eq.

Amt Refin: \$ \_\_\_\_\_ Int Rate: \_\_\_\_\_ % Total Int Payable: \$ \_\_\_\_\_

Maintenance Information

Maintenance Term: 48 months

Supplies included in Base/Print Charges

Cash Sale/Installment Sale - Payment Information

Product (with serial number, if in place equipment)	Qty	Prev Install	Fin. I Interim	Cust Install	Warr # mo	List Price (Total)	Down Payment	Total Discoun (Inc. Trade-In)	Net Price (Total)
<u>5365FIN</u>	1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<u>3</u>	<u>\$36,790</u>	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$36,790</u>
		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<u>5</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>
		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<u>5</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>
		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<u>5</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>
		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<u>5</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>
<b>\$ : MONTHLY INSTALLMENT SALE PAYMENT (excl. of applic. taxes)</b>									

Maintenance Agreement Price Information

Monthly Base Charge	<b>\$384.00</b>
Print Charge Meter 1:	
Prints 1 - 10,000	<b>\$ 0</b>
Prints 10,001 - $\infty$	<b>\$0.0158</b>
Prints	<b>\$</b>
Print Charge Meter 2:	
Prints 1 -	<b>\$</b>
Prints	<b>\$</b>
Mo. Min.# of Prints (based on Meter 1 Print Charges)	<b>10,000</b>

Adjustment Period (Maintenance Agreement Only)

Period A - Mos. Affected:	<u>1</u>	<u>3</u>
Monthly Base Charge	<b>\$ 38.00</b>	
Print Charge Meter 1:		
Prints 1 - 10,000	<b>\$0</b>	
Prints 10,001 - $\infty$	<b>\$0.0066</b>	
Prints	<b>\$</b>	
Print Charge Meter 2:		
Prints 1 -	<b>\$</b>	
Prints	<b>\$</b>	
Mo. Min.# of Prints (based on Meter 1 Print Charges)	<b>10,000</b>	

Period B - Mos. Affected:

Monthly Base Charge	<b>\$</b>
Print Charge Meter 1:	
Prints 1 -	<b>\$</b>
Prints	<b>\$</b>
Prints	<b>\$</b>
Print Charge Meter 2:	
Prints 1 -	<b>\$</b>
Prints	<b>\$</b>
Mo. Min.# of Prints (based on Meter 1 Print Charges)	

Purchased Supplies  Cash  Financed  Contract#

Reorder #	Qty	Description	Price
			<b>\$</b>
Total Price =			<b>\$</b>

Application Software

Software Title	Initial License Fee	Annual Renewal Fee
	<input type="checkbox"/> Cash	<input type="checkbox"/> Finance
	<b>\$</b>	<b>\$</b>
	<b>\$</b>	<b>\$</b>
	<b>\$</b>	<b>\$</b>
Total Initial License Fees =		

Trade-In Allowance Final Principal Payment#

Manufacturer	Model/Serial #	Allowance
		<b>\$</b>
Total Allowance =		<b>\$</b>

Total Allowance Applied to:  Trade-In Equipment Balance \$

K-16 Billing

Suspension

(check 1 as required)

Months affected

June only

July only

August only

June - July

Additional Options (check 1 as required)

Run Length Plan  Fixed Price Plan

Per-Foot Pricing  Annual Charge Plan

Extended Service Hours:

Description: \_\_\_\_\_ \$ \_\_\_\_\_ mo.

Comp. Replacement Program: \$ \_\_\_\_\_

Std. Maint. Agmt. \$ \_\_\_\_\_ year

## USCO CONTRACT SIMPLIFICATION LEARNER GUIDE

JANUARY 1997

## Sale Range Unit Summary Screen - Example # 3 - Unit 1 - DiFiore Construction

ISRP3203 NP Order Proposal Worksheet		Contract Unit Summary		01/15/97	12:59
WORKSHEET: 51753 UNIT: 1 of 2		Bill Cd/Mt 5195 / 1		Unit Status OARDY	
Contract ID 0709364 02 Type BPA		Cust COMMERCIAL TRANSACTION CONTRACT			
Tran Type SNB	Order Date 09/30/96	Dist	Rep 80243C	Prod 5328ZTAST	Qty 1
Contract Balance	0 /	0	Contract Price	9,815	
Std/Qtd Amt		0	Flexibility Cost	0	
Buyout Value		0	(Cash Discount)	0	
Contr Warr 0 Addl 0	Total 36	36	Sales Quoted Price	9,815	
Addtl Warranty Value		0	(Net Trade-In)	0	
Other		0	(Credit Usage)	0	
Purch Opt Amt		0	(Invoice Award Amt)	0	
Finance Rate Reduction		0	Subtotal Invoice	9,815	
Pre Paid Months Amt		0	Financed Amount	0	
Order Credit Earned		0	Std/Qtd Rate 0.00 / 0.00	Term 36	
Target Revenue	8,485		Fin Monthly Payment Amount	0.00	
Sales Rep Floor	8,025		CPC Monthly Payment Amount	40.60	
Manager Floor	7,210		Total Revenue	10,665	
Eq Comm Floor	6,435		Eq Comm Prc 10,665 FSMA	0	
Above Rep Floor	1,790		Finance 0 FMS	0	
Floor Compare Amount	9,815		Price Achievement	3,380	
Allocated Ach Price	9,815		Rem Bal 0 CPC BSO Amt	850	
NEXT SCREEN:			Eq Achieved Price	9,815	
F01=Help F04=Prompt	F05=Clear	F06=Menu	F09=Show	F17=Next Scrn	
Information was found for the selected criteria and is being displayed.					

## Sale Range Unit Summary Screen - Example # 3 - Unit 2 - DiFiore Construction

ISRP3203 NP Order Proposal Worksheet		Contract Unit Summary		01/15/97	13:01
WORKSHEET: 51753 UNIT: 2 of 2		Bill Cd/Mt 5195 / 1		Unit Status OARDY	
Contract ID 0709364 02 Type BPA		Cust COMMERCIAL TRANSACTION CONTRACT			
Tran Type SNB	Order Date 09/30/96	Dist	Rep 80243C	Prod 5365FIN	Qty 1
Contract Balance	0 /	0	Contract Price	36,790	
Std/Qtd Amt		0	Flexibility Cost	0	
Buyout Value		0	(Cash Discount)	0	
Contr Warr 0 Addl 0	Total 3	3	Sales Quoted Price	36,790	
Addtl Warranty Value		0	(Net Trade-In)	0	
Other		0	(Credit Usage)	0	
Purch Opt Amt		0	(Invoice Award Amt)	0	
Finance Rate Reduction		0	Subtotal Invoice	36,790	
Pre Paid Months Amt		0	Financed Amount	0	
Order Credit Earned		0	Std/Qtd Rate 0.00 / 0.00	Term 48	
Target Revenue	28,525		Fin Monthly Payment Amount	0.00	
Sales Rep Floor	27,115		CPC Monthly Payment Amount	384.00	
Manager Floor	25,400		Total Revenue	37,390	
Eq Comm Floor	22,610		Eq Comm Prc 37,390 FSMA	0	
Above Rep Floor	9,675		Finance 0 FMS	0	
Floor Compare Amount	36,790		Price Achievement	14,130	